

Message Text

CONFIDENTIAL

PAGE 01 SAN SA 04539 052133Z

60

ACTION ARA-10

INFO OCT-01 SS-14 ISO-00 NSC-10 NSCE-00 CIAE-00 INR-10

NSAE-00 RSC-01 PM-07 DODE-00 NEA-06 ACDA-10 L-02

PRS-01 OMB-01 MC-02 DRC-01 EB-03 /079 W

----- 043199

R 052100Z DEC 73

FM AMEMBASSY SAN SALVADOR

TO SECSTATE WASHDC 4269

INFO AMEMBASSY GUATEMALA

AMEMBASSY MANAGUA

AMEMBASSY AN JOSE

AMEMBASSY TEGUCIGALPA

AMEMBASSY TEL AVIV

USCINCSO

C O N F I D E N T I A L SAV SALVADOR 4539

LIMDIS

E.O. 11652 GDS

TAGS: MASS, ES, IS

SUBJ: EL SALVADOR PURCHASE OF ISRAELI JETS

REF: STATE 229797 AND TEL AVIV 9755

1. ON NOV 29, I CALLED ON PRES MOLINA, AT MY INITIATIVE, TO REVIEW FOR HIM THE EVOLUTION OF USGOV POLICY REGARDING THE SUPPLY OF ARMS, WAR MATERIAL AND ESPECIALLY COMBAT AIRCRAFT TO EL SALVADOR AND HONDURAS FROM THE 1969 CONFLICT TO THE PRESENT TIME. I WAS ACCOMPANIED BY THE USMILGP COMMANDER. THE MOMENT WAS OPPORTUNE SINCE OUR LETTER OF OFFER OF A-37B AIRCRAFT TO GOES WAS DUE TO EXPIRE ON DECEMBER 1. I THOUGHT IT USEFUL FOR MOLINA TO HAVE FIRST HAND APPRECIATION ABOUT OUR POSITION OF ABSOLUTE IMPARTIALITY IN MILITARY ASSISTANCE POLICY TO EL SALVADOR AND HONDURAS SINCE THE 1969 CONFLICT AND OUR STRICT EVEN-HANDEDNESS OF MILITARY MATERIEL ASSISTANCE AND SALES SINCE OUR PARTIAL RELAXATION
CONFIDENTIAL

CONFIDENTIAL

PAGE 02 SAN SA 04539 052133Z

OF BAN ON HEAVY EQUIPMENT SALES TO THESE TWO COUNTRIES.

AS REGARDS THE A-37'S, I EXPLAINED IN DETAIL THE NATURE OF OUR RESTRAINTS ON CREDIT SALES, DELIVERY DATE AND RESALES TO THIRD COUNTRIES.

2. EMPHASIZING THAT MY PURPOSE AT THIS DATE WAS TO INFORM RATHER THAN TO SELL, I EXPLAINED THAT OUR AIR FORCE WAS THAT DAY BEGINNING NEGOTIATIONS WITH CESSNA FOR A HUNDRED A-37 AIRCRAFT ORDER. I POINTED OUT THAT THIS WOULD INCLUDE THE SIX AIRCRAFT FOR HONDURAS WHICH GOH AGREED TO PURCHASE ON CASH PAYMENT SCHEDULE AND WITH THE HOPE, BUT NO ASSURANCE, THAT CREDIT MIGHT BECOME AVAILABLE AT A LATER DATE. I MENTIONED THE POSSIBILITY OF INCLUDING A TAIL-END OF PRODUCTION OPTION FOR GOES UNDER SAME TERMS AS OFFERED HONDURAS IF GOES WERE AT ALL INTERESTED.

3. FOR HIS PART, MOLINA CLARIFIED THAT THE GOES HAD PREFERRED TO PROCURE ITS AIRCRAFT FROM US AND HAD GONE TO US FIRST BUT HAD FOUND OUR PROPOSAL, WITHOUT CREDIT, TO BE FINANCIALLY UNACCEPTABLE IN THE LIGHT OF OTHER BUGETARY REQUIREMENTS. IT NEXT SHOPPED CANADA, ALSO UNSUCCESSFULLY, AND THEN WENT TO ISRAEL. THERE, IT WAS ABOUT TO ARRANGE A SATISFACTORY DEAL. MOLINA CONFIRMED THAT THE GOES HAD SIGNED A CONTRACT WITH THE ISRAELIS WHICH INCLUDED 18 JET FIGHTERS. HE HAD ASCERTAINED THAT THESE HAD NOT BEEN EMPLOYED IN THE MOST RECENT WAR AND THOUGHT THAT ISRAEL WOULD BE ABLE TO DELIVER THEM SIX AT A TIME SPACED OVER A YEAR AND A HALF BEGINNING SOMETIME NEXT YEAR. WITHOUT OFFERING SPECIFICS, HE MENTIONED THAT TERMS OF PAYMENT WERE WITHIN GOES CAPABILITIES AND OVER A LONG PERIOD OF TIME. SINCE SALVADOR'S FIGHTER PLANE NEEDS WOULD BE MET UNDER THIS CONTRACT, THEY WERE NO LONGER INTERESTED IN A-37S AND WE NEED NOT BOTHER WITH OPTIONS FOR SALVADOR UNDER THE CESSNA CONTRACT, HOWEVER, HE WAS STILL INTERESTED IN PROCURING SOME C-47'S FROM US AND I TOLD HIM WE WOULD FAVORABLY CONSIDER HIS REQUEST.

4. MOLINA SEEMED TO FEEL THE NEED TO ASSURE ME THAT THE GOES DECISION TO BUY ISRAELI AIRCRAFT WAS NOT INTENDED IN ANY WAY TO REFLECT UNFRIENDLINESS TOWARD US. HIS OVERRIDING CONSIDERATION WAS FINANCIAL, SINCE THERE WERE PRESSING DEMANDS IN THE BUDGET FOR ECONOMIC AND SOCIAL REFORM PROJECTS WHICH

CONFIDENTIAL

PAGE 03 SAN SA 04539 052133Z

HE COULD NOT MORE NEGLECT THAN THE NEEDS FOR ADEQUATE SECURITY TO ASSURE STABLE CONDITIONS FOR DEVELOPMENT. HE EMPHASIZED THT EL SALVADOR WAS SOLIDLY ON OUR SIDE, THAT THEY FELT SAFE IN BUYING FROM ISRAEL, WHICH HAD A SPECIAL RELATIONSHIP WITH THE US, THAT THEY WOULD NEVER HAVE GONE SHOPPING FOR AIRCRAFT IN THE COMMUNIST COUNTRIES, THAT EL SALVADOR WOULD NOT ACCEPT A SOVIET EMBASSY, ETC.

5. I TOLD HIM THAT WE DID NOT REGARD THE GOES DECISION TO BUY ISRAELI AIRCRAFT AS AN UNFRIENDLY ACT, BUT WE WERE CONCERNED ABOUT THE IMPACT IT MIGHT HAVE ON THE CAUSE OF PEACE IN CENTRAL AMERICA AND ON THE AIRCRAFT PROCUREMENT PLANS OF HIS NEIGHBORS. HE CLAIMED THAT HE HAD EXPLAINED EL SALVADOR'S MOTIVES TO PRES ARANA AND TO GEN LOPEZ ARELLANO AND THAT HE HAD BEEN ABLE TO ASSURE BOTH OF THEM THAT EL SALVADOR HAD NO HOSTILE INTENTIONS TOWARDS THEIR COUNTRIES AND THAT BOTH THE OTHERS HAD UNDERSTOOD THAT EACH GOVT MUST MAKE ITS OWN DECISION ABOUT AIRCRAFT PROCUREMENT ACCORDING TO ITS PARTICULAR NEEDS.
MOSKOWITZ

CONFIDENTIAL

NNN

Message Attributes

Automatic Decaptioning: Z
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: JET AIRCRAFT, MILITARY SALES, MILITARY CREDIT, CREDIT CONTROLS
Control Number: n/a
Copy: SINGLE
Draft Date: 05 DEC 1973
Decaption Date: 28 MAY 2004
Decaption Note: 25 YEAR REVIEW
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: hilburpw
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1973SANSAS04539
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Film Number: n/a
From: SAN SALVADOR
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1973/newtext/t19731243/aaaabfvc.tel
Line Count: 127
Locator: TEXT ON-LINE
Office: ACTION ARA
Original Classification: CONFIDENTIAL
Original Handling Restrictions: LIMDIS
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators:
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: LIMDIS
Reference: STATE 229797 AND TEL AVIV 9755
Review Action: RELEASED, APPROVED
Review Authority: hilburpw
Review Comment: n/a
Review Content Flags:
Review Date: 17 JAN 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <17-Jan-2002 by smithrj>; APPROVED <07 FEB 2002 by hilburpw>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: EL SALVADOR PURCHASE OF ISRAELI JETS
TAGS: MASS, PFOR, ES, IS, US, HO
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005